

Message Text

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ACTION NEA-10

INFO OCT-01 ISO-00 XMB-04 EB-08 COME-00 TRSE-00 OMB-01
AID-05 CIAE-00 INR-07 NSAE-00 OC-06 CCO-00 OCL-00
/042 W

-----113863 012225Z /73

R 010945Z FEB 78
FM AMEMBASSY AMMAN
TO SECSTATE WASHDC 4902

UNCLAS AMMAN 1070

DEPARTMENT PASS EXPORT-IMPORT BANK

E.O. 11652: N/A
TAGS: BEXP, XMB, JO
SUBJECT: POSSIBLE EXPORT-IMPORT BANK FINANCING OF TELECOMMUNICATIONS
EQUIPMENT

1. EMBASSY HAS BEEN APPROACHED BY VERY PROMINENT LOCAL BUSINESSMAN
WITH PRELIMINARY INQUIRY REGARDING POSSIBLE EXPORT-IMPORT FINANCING
FOR TELECOMMUNICATIONS EQUIPMENT FOR END-USE OF JORDANIAN TELECOMMUNI
CATIONS
CORPORATION (TCC), A GOJ ENTITY.

2. TELECOMMUNICATIONS CORPORATION HAS RECENTLY PREPARED MASTER
PLAN FOR JORDAN UPCOMING FIVE YEARS. PLAN INCLUDES NATIONAL/
INTERNATIONAL SWITCHING CENTER TO BE IN TANDEM WITH ALL OF COUNTRY'S
INTERNATIONAL REQUIREMENTS. (GONJ IS NOW ON POINT OF SIGNING
\$9 MILLION CONTRACT FOR CONSTRUCTION OF ITS SECOND EARTH SATELLITE
STATION, WHICH UPON COMPLETION WILL ALLOW SATELLITE COMMUNICATIONS
TO BOTH EAST AND WEST OF JORDAN; JAPANESE COMPANY APPEARS TO
HAVE WON OUT OVER TWO US BIDDERS.) THIS CENTER WILL HAVE INITIAL
CAPACITY OF 5000 LINES WITH POTENTIAL INCREASE UP TO 20,000 LINES.
ADDITIONAL 10-20,000 LOCAL LINES ARE TO BE INSTALLED AT SECOND
CENTER TO REPLACE OBSOLETE LOCAL SYSTEM. INITIAL PROCUREMENT OF
EQUIPMENT FOR BOTH CENTERS ESTIMATED AT \$10 MILLION WITH TOTAL
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POTENTIAL AT ABOUT \$30 MILLION. THIRD PART OF TELECOMMUNICATIONS
PROJECT INVOLVES CABLE UPGRADING OF AMMAN AREA AS TURNKEY PROJECT
AT \$15-20 MILLION, OF WHICH ABOUT \$10 MILLION WILL REPRESENT OFFSHORE
EQUIPMENT PURCHASE. FINALLY, LOCAL BUSINESSMAN ADVISES US THAT
ADDITIONAL, SMALLER FOLLOW-ON PROCUREMENT LIKELY TO BE SOURCED FROM
SUPPLIER CHOSEN FOR INITIAL LARGE PROJECTS.

3. TCC IS EXPECTED TO OPEN TENDER FOR TWO SWITCHING CENTERS IN 3-4 MONTHS, SELECT SUCCESSFUL BIDDER 4-5 MONTHS LATER, AND PUT SYSTEM INTO OPERATION 18 MONTHS AFTER BID IS AWARDED, IF EXECUTION GOES ACCORDING TO PRESENT PLAN. ROUGHLY SAME TIME SEQUENCE IS PROJECTED FOR TURNKEY PROJECT, BUT THAT PROCESS IS TO COMMENCE SIX MONTHS AFTER PROCESS FOR CENTERS IF INITIATED. FINANCING IS TO BE TCC OBLIGATION WITH MINISTRY OF FINANCE GUARANTEE.

4. BELL CANADA INTERNATIONAL IS TO PRESENT COMPLETE PACKAGE, INCLUDING FINANCING, FOR BOTH SWITCHING CNTERS AND CABLE UPGRADING TO GOJ IN AMMAN ON FEBRUARY 22.

5. ACTION REQUESTED --THAT EXIM ADVISE US OF TERMS THAT MIGHT BE AVAILABLE TO FINANCE US EXPORTS OF EQUIPMENT FOR ABOVE DESCRIBED PROJECTS. ADDITIONAL INFORMATION, AS DESIRED BY EX-IM, CAN BE OBTAINED BY EMBASSY.

6. LOCAL BUSINESSMAN IS NOW CONSIDERING COMBINATION OF TWO OF THREE POSSIBLE US SUPPLIERS FOR ASSOCIATION WITH HIS BID. WHEN HIS CHOICE IS MADE, HE WILL REQUEST HIS EVENTUAL US ASSOCIATES TO APPROACH EX-IM ON THIS MATTER. PICKERING

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 01 feb 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978AMMAN01070
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780048-1013
Format: TEL
From: AMMAN
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t197802108/aaaadnrp.tel
Line Count: 85
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: d97e08ce-c288-dd11-92da-001cc4696bcc
Office: ACTION NEA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 14 feb 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 3448650
Secure: OPEN
Status: NATIVE
Subject: POSSIBLE EXPORT-IMPORT BANK FINANCING OF TELECOMMUNICATIONS EQUIPMENT
TAGS: BEXP, JO, XMB
To: STATE
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/d97e08ce-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014